

KATHLEEN MARIE EISENHARDT
Stanford Warren Ascherman M.D. Professor
Stanford Technology Ventures Program
May, 2021

ADDRESS: Department of Management Science and Engineering
School of Engineering
Stanford University
Stanford, California 94305-4024
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EDUCATION: Doctor of Philosophy in Organizational Behavior
Graduate School of Business, Stanford University. Dissertation Title:
Organizational Control from the Perspective of Agency Theory: A Field
Setting Example.
M.S. Computer Systems, U.S. Naval Postgraduate School.
ScB, Mechanical Engineering (cum laude with honors), Brown University

HONORARY DEGREES: Honorary Doctorate (Doctor Honoris Causa), University of Hasselt, 2003.
Doctorate of Technology (Honoris Causa), Chalmers Technical University,
2008.
Honorary Doctoral Degree, Aalto University, 2010.
Honorary Doctorate, London Business School, 2014.
Honorary Doctorate (Doctor Honoris Causa), ESSEC, 2018.
Honorary Doctorate, BI Norwegian Business School, 2019.

MAJOR HONORS: Fellow, Academy of Management, 1997.
George R. Terry Book Award, *Competing on the Edge: Strategy as Structured
Chaos*, Academy of Management, 1999.
Fellow, World Economic Forum (Davos), 2001, 2002.
ASQ Award for Scholarly Contribution, *Administrative Science Quarterly*,
2001.
OMT Distinguished Scholar, 2002.
Ghoshal Inaugural Research to Practice Award, *Business Policy and Strategy
(BPS)*, 2003.
Carolyn Dexter Best International Paper Award, Academy of Management,
2006.
Inaugural Fellow, Strategic Management Society (SMS), 2007.
Richard D. Irwin Outstanding Educator Award, *Business Policy and Strategy
(BPS)*, 2007.

Dan and Mary Lou Schendel Best Paper Prize, Strategic Management Society (SMS), 2007.
Scholarly Contributions to Management Award, In recognition of career contributions, Academy of Management, 2009.
Global Award for Entrepreneurship Research, Stockholm, 2012.
Technology Innovation and Management (TIM) Distinguished Scholar, Academy of Management, 2014.
Administrative Science Quarterly, Scholarly Contribution Award, 2015.
Wall Street Journal, Simple Rules: How to Succeed in a Complex World, "Top Ten Summer Reads" 2015.
John Fayerweather Eminent Scholar Award, Academy of International Business (AIB), New Orleans, 2016.
Fellow, British Academy of Management, 2016.
C.K. Prahalad Award, Strategic Management Society, 2017.
Glueck Best Paper Award, STR Division, Academy of Management, 2019.

**OTHER
PROFESSIONAL
AWARDS**

AND HONORS: Outstanding Teacher, Department of Industrial Engineering and Engineering Management (by student vote), 1984.
Keynote Speaker, Texas Conference on Organizations, U. Texas, Austin, 1990.
Ascendant Scholar, Western Academy of Management, 1990.
Pacific Tesis Foundation Award, 1991.
Visiting Scholar, Norges Teknisk Hoyskole (NTH), Norway, 1992.
Finmeccanica Faculty Scholar, Stanford University, 1992-1994.
Whittemore Prize for Outstanding Research, 1994.
Stern Best Paper on Entrepreneurship and Innovation, 1994.
Stanford Professorial Honor Roll (by student selection), 1996.
Ten Best Courses at Stanford (by student selection), 1996.
Keynote Speaker, Firms and Markets: Performance and Dynamics, U. Maastricht, Netherlands, 1996.
Outstanding Teacher, Department of Industrial Engineering and Engineering Management (by student vote), 1997.
Keynote Speaker, EGOS, 1998.
Crafoord Memorial Lecture, Lund University, 1998.
Top Ten Books of 1998 in Business and Investment, Amazon.com, 1998.
Keynote Speaker, Iberoamerican Academy of Management, Mexico City, 2001.
Fellow, World Economic Forum (New York City/Davos), 2002.
Science and Technology Advisory Board, General Motors Corporation, 2002-2006.
Kermit F. Hanson Visiting Professor, University of Washington, 2003

Leavey Award for Private Enterprise Education, Freedoms Foundation at Valley Forge, 2003.
 Stanford W. Ascherman, M.D. Professor, Stanford University, 2003-present.
 Board of Directors, MWH Global, 2003-2008.
 Outstanding Undergraduate Teacher, Department of Management Science & Engineering, Stanford University, 2006.
 Finalist, Best Paper of the Decade, Academy of Management Review, 2007.
 Research Promise IDEA Award, Entrepreneurship (ENT) Division, Academy of Management, 2008.
 Nobel Symposium, Foundations of Organizations, Sweden, 2008.
 Clinton Global Initiative Fellow, 2009.
 Clarendon Lectures in Management Studies, The Entrepreneurial Firm: Strategy and Organization in New Markets, Oxford University, 2010.
 First Ghoshal Lecture and Award, London Business School, 2010.
 Research Thought Leader IDEA Award, Entrepreneurship (ENT) Division, Academy of Management, 2010.
 Academy of Management Journal (AMJ), Finalist, Best Paper of 2009, 2009.
 Strategic Management Society (SMS), Finalist, Best Conference Paper, 2010.
 Academy of Management Journal (AMJ), Finalist, Best Paper of 2010, 2010.
 Charles River Lecture (Boston University, Harvard University, MIT), Boston, 2011.
 Best Paper Award in Innovation, Runner-up, European Business School, 2012.
 Granovetter Award in Economic Sociology, Honorable Mention, American Sociological Association, 2012.
 The Chua Thian Poh Distinguished Speaker, Singapore, 2012.
 Advisory Board, Start-Up Chile, 2012-present.
 Kauffman Foundation Keynote Speaker, Atlanta Competitive Advantage Conference (ACAC), 2013.
 Dean's Distinguished Scholar, Texas A&M University, 2013.
 Honorary Degree, London Business School, 2014.
 Strategy as Practice (SAP), Distinguished Speaker, 2014, Academy of Management, 2014.
 Keynote Speaker, Smith Entrepreneurship Research Conference, University of Maryland, 2015.
 Faculty Fellow, Max Planck Institute of Human Development Summer School, Berlin, 2015.
 Washington Post, Simple Rules, "12 Leadership Books to Watch", 2015.
 Plenary Paper, BYU-University of Utah, Winter Strategy Conference, 2016.
 Keynote Speaker, Imagining the Future: Micro-foundations of Creative Strategizing Conference, University of Texas, 2016.
 HKUST Jockey Club Institute for Advanced Study Visiting Professor and Fung Visiting Professor, Hong Kong University of Science and Technology, 2017.
 Academy of Sustainability and Technology, ETH-Zurich, Visiting Faculty, 2017
 Scholar-Practitioner Award, University of Vienna, 2017.

Best Paper Award, Strategic Entrepreneurship Journal, Strategic Management Society, Houston, 2017.
Distinguished Visiting Professor, University of Southern California, 2018.
Best OMT Published Paper, Finalist, 2018.
Ralph Gomory Best Industry Studies Paper Award (ISA), Runner-up, 2019.
Outstanding Undergraduate Teacher, Management Science and Engineering, 2020.
IACMR-RRBM Award for Responsible Research in Management, Best Paper winner, 2020.
Paul Lawrence Distinguished Speaker, Harvard Business School, 2021.

AFFILIATIONS:

Academy of Management
Strategic Management Society
INFORMS

UNIVERSITY

ACTIVITIES: Search Committee for Engineering School Dean, 1984.
SCOR Conference on Strategic Leadership, Chair, 1989.
Undergraduate Council, 1990 - 1993.
SCOR Asilomar Conference, Program Liaison, 1991.
Stanford Computer Industry Project (SCIP), Executive Committee, 1991 – 1998.
Chairperson, School of Engineering Management Task Force, 1992.
Asia/Pacific Research Center, Faculty Fellow, 1992 - present.
SCOR Executive Steering Committee, 1992-1993.
SCOR Conference on Technology and Innovation, Chair, 1994.
Stanford Institute for Manufacturing and Automation (SIMA),
Steering Committee, 1995 - 1998.
Associate Director, Stanford Computer Industry Project (SCIP), 1997-1998.
Faculty Speaker, Think Again, CUE Campaign for Undergraduate Education,
2001-2002.
Committee on Athletics, Physical Education, and Recreation, 2002- 2004.
Committee on Athletics, Physical Education, and Recreation, 2008-2011.
Stanford Technology Ventures Program (STVP),
1999-present.
Senior Fellow – Woods Institute for the Environment, 2009-present.
Director, MaGIC Program, Stanford Technology Ventures Program, 2015-2018.
Committee - Undergraduate Admissions Faculty Advisory, 2019-present

DEPARTMENT

ACTIVITIES: Admissions Committee, M.S.I.E. and M.S. in Manufacturing Systems, 1984 - 1985.
Admissions Committee, M.S.I.E., 1986 - 1988.
Admissions Committee, Engineering Management, 1988 - 1990.
Admissions Committee, Ph.D., 1990 - 1995.

Director, Master's Degree Programs, 1995-2000.
Director, PhD Program, 2000-2002, Committee, 2003-2007.
Search Committee, Chair, 2002.
Point of Contact, Policy and Strategy Area, 2003-2012.
Search Committee Member, 2006.
Search Committee Member, Computer Science, 2007.
Chair, Master's Degree Program, 2007-2010.
Admissions Committee, Master's Degree Program, 2011-12.
Promotion Committee Member, 2009-2014.
Chair, PhD Committee, 2014-2017.
Promotion Committee Member, 2017.
PhD Admissions Committee Member, 2017-2020.
MS Admissions Committee Member, 2021-present.
Undergraduate Curriculum Committee Member, 2020-present.

EDITORIAL BOARDS:

Editorial Board, IEEE Transactions on Engineering Management, 1986-1993.
Editorial Board, Academy of Management Journal, 1988-1994.
Editorial Board, Organization Science, 1988-1994.
Senior Editor, Organization Science, 1995-1997.
Editor, Organization Science, Special issue on Complexity Theory, 1997-1999.
Editor, Academy of Management Review, Special issue on Change, 1998-2000.
Editorial Board, Advances in Qualitative Organizational Research, 1996-2004.
Editorial Board, Asian Case Research Journal, 1996-2004.
Editorial Board, Administrative Science Quarterly, 1991 - 2003.
Editorial Board, Strategic Management Journal, 1995 - 2007.
Editor, Strategic Management Journal, Special issue on Global Acquisition, Protection, and Leverage of Technical Competencies, 2002-2004.
Editorial Board, Organization Studies, 2003-2008.
Editorial Board, Strategic Organization, 2003-2010.
Senior Advisory Board, Strategic Entrepreneurship Journal, 2007-present.
Editorial Board, Academy of Management Review, 2008-2013.
Editorial Board, Academy of Management Journal, 2013-present.
Editorial Board, Harvard Business Review, 2021-present.

PROFESSIONAL

ACTIVITIES: National Program Chairperson, TIMS College on Organizations (Elected position), 1987.
Selection Committee, Outstanding Paper of 1987, Academy of Management Review, 1988.
Faculty Member, OMT-OB-OD Doctoral Consortium, Academy of Management. 1989.
Co-Chairperson, Business Policy and Strategy New Faculty Consortium, Academy of Management, 1991.
Selection Committee, Outstanding Paper of 1991, Academy of Management Journal, 1992.

Editorial Board, Asian Case Research Journal, 1996-present.
 Executive Committee, Business Policy and Strategy, Academy of Management (Elected position), 1992 - 1994.
 Panel Member, TIMS College on Organization, Best Dissertation Proposal Award, 1992.
 Research Committee, Business Policy and Strategy, Academy of Management (Elected position), 1993 - 1995.
 Selection Committee, Business Policy and Strategy, Best Dissertation, 1993 - 1995.
 Faculty Member, Business Policy and Strategy New Faculty Consortium, Academy of Management, 1994.
 Program-chair, Organization and Management Theory, Academy of Management (Elected position), 1996.
 National Research Council, National Academy of Sciences, Panel on Organizational Effectiveness, 1996.
 Organizer, OB-ODC-OMT Doctoral Consortium. Academy of Management, 1997.
 McKinsey Strategy Forum, 1997-1998.
 Division-Chair, Organization and Management Theory, Academy of Management, (Elected position), 1998.
 Selection Committee, George R. Terry Book Award, Academy of Management, 1998.
 DARPA Blue Ribbon Panel on Netcentricity, 1999.
 Lead editor, Academy of Management Review, Special Issue on Pluralism and Change, 2000.
 World Economic Forum, Davos, 2000.
 Chair, Selection Committee, George R. Terry Book Award, Academy of Management, 2001.
 Advisory Board, BYU-Utah, Winter Strategy Conference, 2002-present.
 World Economic Forum, Davos/New York City, 2002.
 Faculty Member, Business Policy and Strategy, Doctoral Consortium, Academy of Management, 2002.
 Faculty Member, Business Policy and Strategy, New Faculty Consortium, Academy of Management, 2002.
 Editor, Strategic Management Journal, Special Issue on Global Acquisition, Protection, and Leverage of Technical Competencies, 2002-2004.
 Faculty Member, Organization and Management Theory, New Faculty Consortium, Academy of Management, 2006.
 Organizing Committee, West Coast Research Symposium on Entrepreneurship (WCRS), 2003-2019.
 Advisory Board, Smith Entrepreneurship Conference, University of Maryland, 2004-present.
 Associated Faculty Member, Entrepreneurship and Family Enterprise, INSEAD, 2007-2019.
 Member, Selection Committee, George R. Terry Book Award, Academy of Management, 2009.
 Editor, Strategic Entrepreneurship Journal, Special Issue on Technology Entrepreneurship, 2010-2012.
 Associated Faculty Member, Pontifica University de Catolica, Santiago, 2012-2015.
 Advisory Board, Start-Up Chile, 2012-2019

International Advisory Board, Cantillon Centre, University College Dublin, 2016-2019.

Senior Organizing Committee, West Coast Research Symposium on Entrepreneurship (WCRS), 2020-present.

Selection Committee, Best OMT Published Paper, 2020-present.

Selection Committee, Best Industry Studies (ISA) Published Paper, 2021.

TEACHING

INTERESTS: Courses which cover organizational and strategic problems at the individual, group, and firm level with emphasis on technology-based companies, entrepreneurial companies, and high-velocity markets.

RESEARCH

INTERESTS: Strategy and organization in high-velocity markets and technology-based firms. Entrepreneurial firms. Acquisitions and ecosystems. Multi-business organization. Theory building from multiple case and simulation methods. Top management teams, boards, and strategic decision making.

CONSULTING

ACTIVITIES: Corporations, especially in software, computing, Internet, networking, engineering construction, telecommunications, pharmaceuticals, biotechnology, automotive, and semiconductors.

BOOKS:

Brown, Shona L. and Kathleen M. Eisenhardt, Competing on the Edge: Strategy as Structured Chaos. Harvard Business School Press, 1998 (Winner George R. Terry Book Award, Academy of Management and an Amazon Top Business and Investing book).

Eisenhardt, Kathleen M., Collection of the Work of Kathleen M. Eisenhardt on Multiple Case Study Research for Chinese Scholars, Edited/translated by Peter Ping Li and Frank Cao, 2012.

Sull, Donald and Kathleen M. Eisenhardt, Simple Rules: How to Thrive in a Complex World. Houghton Mifflin Harcourt, 2015.

JOURNAL

PUBLICATIONS:

1. Eisenhardt, Kathleen M., "Control: Organizational and Economic Approaches," Management Science, February, 1985.
2. Eisenhardt, Kathleen M. and Naushad Forbes, "Technical Entrepreneurship: An International Perspective," Columbia Journal

of World Business, Winter, 1985.

3. Eisenhardt, Kathleen M. and Naushad Forbes, "Technical Entrepreneurship," Economic Impact, U.S. Information Agency, October, 1985.
4. Sutton, Robert J., Kathleen M. Eisenhardt and James V. Jucker, "The Wrong Way to Manage Organizational Decline: Lessons from the Collapse of the Atari Corporation," Organizational Dynamics, Spring, 1986.
5. Bourgeois, L. Jay, III and Kathleen M. Eisenhardt, "Strategic Decision Processes in Silicon Valley: The Anatomy of a 'Living Dead'," California Management Review, Fall, 1987.
6. Bourgeois, L. Jay, III and Kathleen M. Eisenhardt, "Strategic Decision Processes in High Velocity Environments: Four Cases in the Microcomputer Industry," Management Science, July, 1988.
7. Eisenhardt, Kathleen M., "Agency- and Institutional-Theory Explanations: The Case of Retail Sales Compensation," Academy of Management Journal, September, 1988.
8. Eisenhardt, Kathleen M. and L. Jay Bourgeois, III, "Politics of Strategic Decision Making: Toward a Mid-Range Theory," Academy of Management Journal, December, 1988.
9. Eisenhardt, Kathleen M., "Agency Theory: Assessment and Review," Academy of Management Review, January, 1989.
10. Eisenhardt, Kathleen M., "Making Fast Strategic Decisions in High Velocity Environments," Academy of Management Journal, September, 1989.
11. Eisenhardt, Kathleen M., "Building Theories from Case Study Research," Academy of Management Review, October 1989.

Finalist, Best Paper of the Decade, Academy of Management Review, 2007.
12. Schoonhoven, Claudia B., Eisenhardt, Kathleen M., and Katherine Lyman, "Speeding Products to Market: Waiting Time to First Product Introduction in New Firms," Administrative Science Quarterly, March, 1990.

13. Eisenhardt, Kathleen M., "Speed and Strategic Choice: How Managers Accelerate Decision Making," California Management Review, Spring 1990.

(Reprinted in R. Katz (Ed.), The Human Side of Managing Technological Innovation, Oxford University Press, 2004)
14. Paté-Cornell, M.E., Tagaras, George, and Eisenhardt, Kathleen M., "Dynamic Optimization of Cash Flow Management Decisions: A Stochastic Model," IEEE Transactions on Engineering Management, August 1990.
15. Eisenhardt, Kathleen M. and Claudia B. Schoonhoven, "Organizational Growth: Linking Founding Team, Strategy, Environment and Growth Among U.S. Semiconductor Ventures," Administrative Science Quarterly, September 1990.

(Reprinted in Mike Wright (Ed.), Entrepreneurial Teams and new Business Creation, The International Library of Entrepreneurship, Edward Elgar Publishing Ltd, forthcoming).

(Reprinted in Ari Ginsburg (Ed.), Strategies for New Venture Development, Edward Elgar Publishing Ltd, forthcoming).
16. Eisenhardt, Kathleen M., "Single-Case Research," Academy of Management Review, July 1991.
17. Eisenhardt, Kathleen M., "Speed and Strategic Choice: Accelerating Decision Making," Planning Review, Sept./Oct., 1992.
18. Eisenhardt, Kathleen M., "Speed and Strategic Choice: How Managers Accelerate Decision Making" Reprinted in French, "Le Manager Lent et Le Manager Rapide," Annales des Mines, September 1992.
19. Eisenhardt, Kathleen M. and Mark A. Zbaracki, "Strategic Decision Making," Strategic Management Journal, February 1992.

(Reprinted in B. Jorgensen (Ed.), Classics in Business, 2004).
20. Brown, Shona L. and Kathleen M. Eisenhardt, "Product Development: Past Research, Present Findings, and Future Directions," Academy of Management Review, 1995.

21. Kathleen M. Eisenhardt and Behnam N. Tabrizi, "Accelerating Adaptive Processes: Product Innovation in the Global Computer Industry," Administrative Science Quarterly, 1995.
22. Eisenhardt, Kathleen M. and Claudia B. Schoonhoven, "Resource-based View of Strategic Alliance Formation: Strategic and Social Explanations in Entrepreneurial Firms," Organization Science, 1996.
23. Galunic, D. Charles and Kathleen M. Eisenhardt, "The Evolution of Intracorporate Domains: Losing Divisional Charters in High-Technology, Multidivisional Corporations," Organization Science, 1996.

(Reprinted in A. Ilinitich, A. Lewin, R. D'Aveni (Eds.), Managing in Times of Disorder, Sage Publications, 1998.)
24. Eisenhardt, Kathleen M., Jean L. Kahwajy and L.J. Bourgeois III, "Conflict and Strategic Choice: How Top Management Teams Disagree," California Management Review, 1997.
25. Brown, Shona L. and Kathleen M. Eisenhardt, "The Art of Continuous Change: Tying Complexity Theory and Time-Paced Evolution to Relentlessly Shifting Organizations," Administrative Science Quarterly, 1997.

(Reprinted in K. Kamoche, M. Cunha, and J. Cunha (Eds.), Organizational Improvisation, Routledge, 2002; in C. Cooper and W. Starbuck (Eds.), Work: Context and Consequences, Sage, 2004; and in A. Tsui (Ed.), Collection of the Administrative Science Quarterly Award-Winning Papers, Peking University Press, 2005)
26. Eisenhardt, Kathleen M., Jean L. Kahwajy and L.J. Bourgeois III, "How Management Teams Can Have a Good Fight," Harvard Business Review, 1997.

(Reprinted in The Work of Teams, Harvard Business School Press, 1998, Harvard Business Review on Effective Communication, Harvard Business School Press, 1999, and as a Harvard Business Review Classics book, 2008).
27. Eisenhardt, Kathleen M., "Strategic Decisions and All that Jazz," Business Strategy Review, 1997.

(Reprinted in C.C. Weick (Ed.), Out of Context: A Creative Approach to Strategic Management, 2004)
28. Eisenhardt, Kathleen M. and Shona L. Brown, "Time Pacing: Competing in Markets that Won't Stand Still", Harvard Business Review, 1998.

(Reprinted in Harvard Business Review on Managing Uncertainty, Harvard Business School Press, 1999).

29. Pelled, Lisa H., Kathleen M. Eisenhardt, and Katherine R. Xin, "Demographic Diversity in Work Groups: An Assessment of Linkages to Intragroup Conflict and Performance," Administrative Science Quarterly, 1999.

30. Eisenhardt, Kathleen M. and Shona L. Brown, "Patching: Restitching Businesses to Market Opportunities", Harvard Business Review, 1999.

(Reprinted in The McKinsey Quarterly, 2000, Reprinted in Harvard Business Review on Leading in Turbulent Times, 2003)

31. Eisenhardt, Kathleen M., "Strategy as Strategic Decision Making", Sloan Management Review, 1999.

(Reprinted in Strategic Thinking for the Next Economy, Jossey-Bass, 2001).

32. Anderson, Philip, Alan Meyer, Kathleen Eisenhardt, Kathleen Carley, and Andrew Pettigrew, "Introduction: Application of Complexity Theory to Organization Science", Organization Science, 1999.

33. Eisenhardt, Kathleen M. and D. Charles Galunic, "Coevolving: At Last, A Way to Make Synergies Work", Harvard Business Review, 2000.

34. Eisenhardt, Kathleen M., "Survival of the Swiftest", Red Herring, 2000.

35. Eisenhardt, Kathleen M., "Paradox, Spirals, Ambivalence: The New Language of Change and Pluralism - Introduction", Academy of Management Review, 2000.

36. Brown, Shona L. and Kathleen M. Eisenhardt, "Patching: Restitching Business Portfolios in Dynamic Markets," The McKinsey Quarterly, 2000.

37. Eisenhardt, Kathleen M. and Jeffrey A. Martin, "Dynamic Capabilities: What are They?", Strategic Management Journal, 2000.

(Reprinted in C. Helfat (Ed.), The Blackwell/Strategic Management Society Handbook of Organizational Capabilities: Emergence, Development, and Change, Blackwell, 2003)

38. Eisenhardt, Kathleen M. and Donald N. Sull, "Strategy as Simple Rules", Harvard Business Review, 2001.

(Reprinted in Harvard Business Review on Advances in Strategy, Harvard Business School Press, 2002)

39. Eisenhardt, Kathleen M., “Strategy in the New Economy: Simple, Fast, and Flexible”, (Collection of “Strategy as Simple Rules” with D. Sull, “Patching: Restitching Business Portfolios in Dynamic Markets” with S. Brown, and “Coevolving: At Last, a Way to Make Synergies Work” with C. Galunic), Harvard Business Review – OnPoint Collection, 2001.
40. Eisenhardt, Kathleen M., “The Hound Revisited”, Academy of Management Review, 2001.
41. Galunic, D. Charles and Kathleen M. Eisenhardt, "Architectural Innovation and Modular Corporate Form," Academy of Management Journal, 2001.
42. Eisenhardt, Kathleen M., “Has Strategy Changed?”, Sloan Management Review, 2002.
43. Okhuysen, Gerardo A. and Kathleen M. Eisenhardt, "Integrating Knowledge in Groups: How Formal Interventions Enable Flexibility," Organization Science, 2002.
44. Roberts, Peter W. and Kathleen M. Eisenhardt, “Austrian Insights on Strategic Organization: From Market Insights to Implications for Firms,” Strategic Organization, 2003.
45. McEvily, Susan K., John E. Prescott, and Kathleen M. Eisenhardt “Acquisition, Leverage and Protection of Technology-based Resources”, Strategic Management Journal, 2004.
46. Helfat, Constance E. and Kathleen M. Eisenhardt, “Inter-temporal Economies of Scope, Organizational Modularity, and Dynamics of Diversification”, Strategic Management Journal, 2004.
47. Graebner, Melissa E. and Kathleen M. Eisenhardt, “Seller’s Side of the Story: Acquisition as Courtship and Governance as Syndicate in Entrepreneurial Firms”, Administrative Science Quarterly, 2004.

(Reprinted in Ari Ginsburg (Ed.), Strategies for New Venture Development, The International Library of Entrepreneurship, Edward Elgar Publishing Ltd, forthcoming).
48. Santos, Filipe M. and Kathleen M. Eisenhardt, “Organizational Boundaries and Theories of Organization”, Organization Science, 2005.

49. Davis, Jason P., Kathleen M. Eisenhardt, and Christopher B. Bingham, “Developing Theory through Simulation Methods”, Academy of Management Review, 2007.
50. Eisenhardt, Kathleen M. and Melissa E Graebner, “Theory Building from Cases: Opportunities and Challenges,” Academy of Management Journal, 2007.
51. Bingham, Christopher B. and Kathleen M. Eisenhardt, “Decoupling Resources from the Resource-based View: A Typology of Strategic Logics and Competitive Advantage”, Managerial Decision and Economics, 2007.
52. Bingham, Christopher B., Kathleen M. Eisenhardt, and Nathan R. Furr, “What Makes a Process a Capability? Heuristics, Strategy and the Effective Capture of Opportunities”, Strategic Entrepreneurship Journal, 2007.
53. Rosenberger, Jeff D., Riitta Katila, and Kathleen M. Eisenhardt, “Swimming with Sharks: Technology Ventures and Corporate Relationships”, Administrative Science Quarterly, 2008.

(Reprinted in Ari Ginsburg (Ed.), Strategies for New Venture Development, The International Library of Entrepreneurship, Edward Elgar Publishing Ltd, forthcoming).
- (Selected for ASQ Editors’ Collection on entrepreneurship)
54. Ozcan, C. Pinar and Kathleen M. Eisenhardt, “Origin of Alliance Portfolios: Entrepreneurs, Network Strategies, and Firm Performance”, Academy of Management Journal, 2009.

(Best Paper of the Year – IESE, Finalist for 2009 Best Paper, Academy of Management Journal, Research Thought Leader IDEA Award, Entrepreneurship Division, AOM, 2010)
55. Santos, Filipe M. and Kathleen M. Eisenhardt, “Constructing Markets and Shaping Boundaries: Entrepreneurial Power in Nascent Fields,” Academy of Management Journal, 2009 (lead article).

(Finalist for 2009 Best Paper, Academy of Management Journal)
56. Davis, Jason P., Kathleen M. Eisenhardt, and Christopher B. Bingham, “Optimal Structure, Market Dynamism, and the Strategy of Simple Rules”, Administrative Science Quarterly, 2009.

57. Martin, Jeffrey A. and Kathleen M. Eisenhardt, “Rewiring: Creating Cross-Business Unit Collaborations in Multi-Business Organizations”, Academy of Management Journal, 2010.
58. Chen, Eric L., Riitta Katila, Rory M. McDonald, and Kathleen M. Eisenhardt, “Life in the Fast Lane: Temporary Advantage and the Origins of Competitive Interaction”, Strategic Management Journal, 2010.
59. Eisenhardt, Kathleen M, Nathan R. Furr, and Christopher B. Bingham, “Microfoundations of Performance: Balancing Efficiency and Flexibility in Dynamic Environments”, Organization Science, 2010.
60. Graebner, Melissa, and Kathleen M. Eisenhardt, “Success and Failure in Technology Acquisitions: Lessons for Buyers and Sellers”, Academy of Management Perspectives, 2010.
61. Bingham, Christopher B. and Kathleen M. Eisenhardt, “Rational Heuristics: The “Simple Rules” that Strategists Learn from Process Experience”, Strategic Management Journal, 2011.
(Finalist, Best Paper, Strategic Management Society, Annual Conference, 2010)
(Most cited SMJ paper, 2012)
62. Eisenhardt, Kathleen M., Christopher B. Bingham, and Nathan R. Furr, “Which Strategy and When”, Sloan Management Review, 2011.
63. Davis, Jason P. and Kathleen M. Eisenhardt, “Rotating Leadership and Collaborative Innovation: Recombination Processes in Symbiotic Relationships”, Administrative Science Quarterly, 2011.
64. Hallen, Benjamin L. and Kathleen M. Eisenhardt, “Catalyzing Strategies and Efficient Tie Formation: How Entrepreneurs Obtain Venture Capital”, Academy of Management Journal, 2012.
65. Beckman, Christine, Kathleen Eisenhardt, Suresh Kotha, Alan Meyer, and Nandini Rajagopalan, “Technology Entrepreneurship”, Strategic Entrepreneurship Journal, 2012.
66. Sull, Donald N. and Kathleen M. Eisenhardt, “Simple Rules for a Complex World”, Harvard Business Review, 2012.
67. Eisenhardt, Kathleen M., “Top Management Teams and the Performance of Entrepreneurial Firms”, Small Business Economics, 2014.
68. Bingham, Christopher B. and Kathleen M. Eisenhardt, “Strategy and Heuristics – A Response to Vuori and Vuori”, Strategic Management Journal, 2014.

69. Bingham, Christopher B., Nathan R. Furr, and Kathleen M. Eisenhardt, “The Opportunity Paradox”, Sloan Management Review, 2014.
70. Cox, Emily A., Katila, Riitta, and Kathleen M. Eisenhardt, “Who Takes You to the Dance? How Funding Partners Influence Innovative Activity in Young Firms”, Administrative Science Quarterly, 2015.
71. Eisenhardt, Kathleen M., Graebner, Melissa E., and Scott Sonenshein, “Grand Challenges and Inductive Methods: Rigor without Rigor Mortis”, Academy of Management Journal, 2016.
72. Gehman, Joel, Vern L. Glaser, Kathleen M. Eisenhardt, Denny Gioia, Ann Langley and Kevin G. Corley, “Finding Theory-Method Fig: A Comparison of Three Qualitative Approaches to Theory Building”, Journal of Management Inquiry, 2017.
73. Garg, Sam and Kathleen M. Eisenhardt, “Unpacking the CEO-Board Relationship”, Academy of Management Journal, 2017.
74. Armanios, Daniel, Charles Eesley, Li Jizhen, and Kathleen M. Eisenhardt, “How Entrepreneurs Leverage Institutional Intermediaries in Emerging Economies to Acquire Public Resources”, Strategic Management Journal, 2017.
75. Eberhart, Robert, Charles E. Eesley, and Kathleen M. Eisenhardt, “Failure is an Option: Institutional Reform, Bankruptcy, and New Firm Performance”, Organization Science, 2017.
- Finalist, Best OMT Published Paper, 2018.
Early version, Proceedings of the Academy of Management.
76. Ott, Timothy, Kathleen M. Eisenhardt, and Christopher B. Bingham, “Strategy Formation in Entrepreneurial Settings: Past Insights and Future Directions”, Strategic Entrepreneurship Journal, 2017.
77. Eisenhardt, Kathleen M. and Christopher B. Bingham, “Superior Strategy in Entrepreneurial Settings: Thinking, Doing, and the Logic of Opportunity”, Strategy Science, 2017.
78. Hannah, Douglas P. and Kathleen M. Eisenhardt, “How Firms Navigate Cooperation and Competition in Nascent Ecosystems”, Strategic Management Journal, 2018.
- Ralph Gomory Best Industry Studies Paper Award, Runner up, 2019.
Early version, Proceedings of the Academy of Management.

79. Hannah, Douglas P. and Kathleen M. Eisenhardt, “Bottlenecks, Cooperation, and Competition in Nascent Ecosystems”, Strategic Management Journal, 2019.
80. McDonald, Rory M. and Kathleen M. Eisenhardt, “Parallel Play: Startups Nascent Markets, and Effective Business-model Design”, Administrative Science Quarterly, 2020.
81. McDonald, Rory and Kathleen Eisenhardt, “The New Market Conundrum”, Harvard Business Review, 2020.
82. Tidhar, Ron and Kathleen M. Eisenhardt, “Get Rich or Die Trying...Finding Revenue Model Fit Using Machine Learning and Multiple Cases, Strategic Management Journal, 2020
- Winner, Glueck Best Paper Award, STR Division, Academy of Management, 2019.
Earlier version, Proceedings of the Academy of Management.
83. Ott, Timothy E. and Kathleen M. Eisenhardt, “Decisions Weaving: Forming Novel, Complex Strategy in Entrepreneurial Settings, Strategic Management Journal, 2020.
84. Hannah, Douglas P., Ron Tidhar, and Kathleen M. Eisenhardt, “Developing Strategy and Organization Theory Through Analytic Models”, Strategic Management Journal, 2020.
- Earlier version, Proceedings of the Academy of Management.
85. Furr, Nathan R., Kathleen M. Eisenhardt, and Christopher B. Bingham, “Simple Rules for a World of Change: Reflections on ‘Turning a Process into a Capability’,” Strategic Entrepreneurship Journal, 2020.
86. Moffat, M., Garnier, S., Eisenhardt, K., Furr, N., Warglien, M. et al. “Ant Colonies: Building Complex Organizations with Miniscule Brains and No Leaders”, Journal of Organization Design, 2021.
87. Wu, You, Charles E. Eesley, and Kathleen M. Eisenhardt, “Entrepreneurship in Dynamic Environments: A Comparison Between the U.S. and China”, Quarterly Journal of Management 2021, 5(20) 1-17.
88. Eisenhardt, Kathleen M., “What is the Eisenhardt Method, Really?”, Strategic Organization, 2021.

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